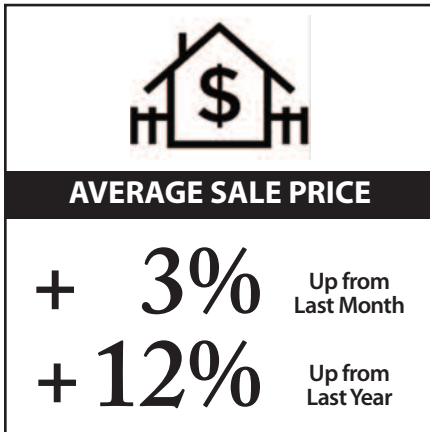


### June Venice Home Sales Jump ... Price Reductions Continue



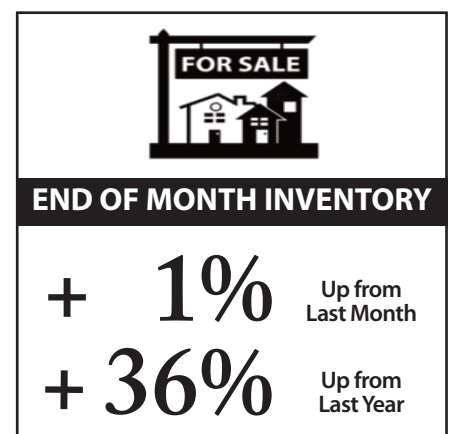
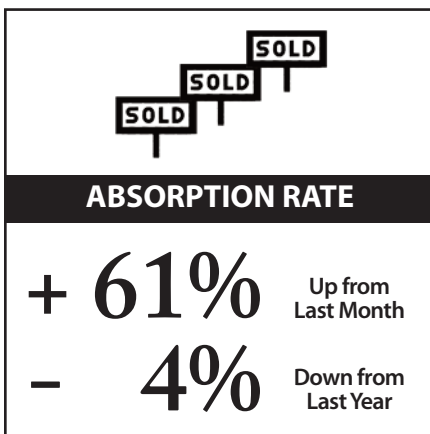
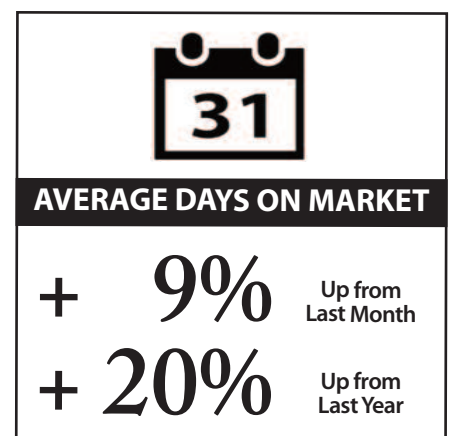
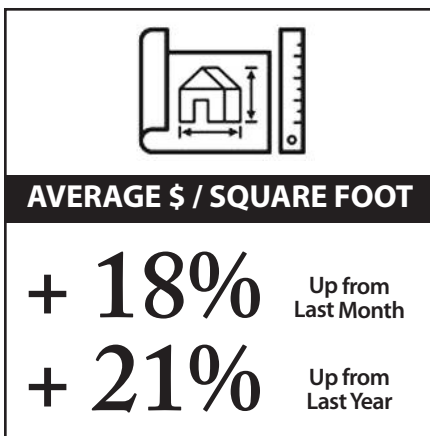
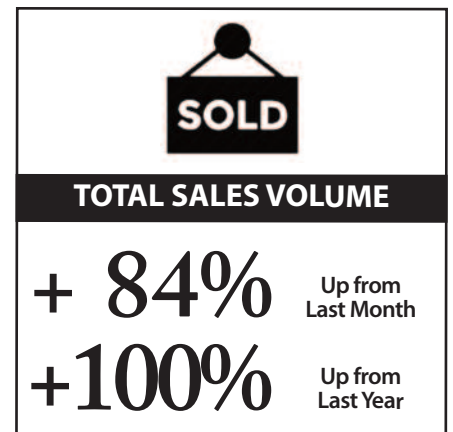
Sales of Venice single-family homes hit an all-time high in June. The total sales volume in June (\$79,751,000) was double last June (\$39,967,500) and 84% higher than last month (\$43,345,000). The sharp increase was due to a 15-year record in number of homes sold ... 34 in June ... 79% higher than the 19 sales for both last month and a year ago.

The average sale price for single-family homes (\$2,345,618) in June increased 2.8% over last month (\$2,281,316) and 11.5% over last June (\$2,103,553) and the average price per square foot (\$1,385) increased 17.5% from last month (\$1,179) and 21.1% from the June 2017 figure (\$1,144).

The inventory of homes for sale increased when compared to last month. At the end of June the MLS reported 80 homes listed for sale ... up 1.3% (79) from a month ago and a whopping 35.6% (59) from a year ago. There were 15 homes under contract at the end of June ... 2 fewer (11.8%) than a month ago and 5 fewer (25.0%) than a year ago.

The indication that selling prices are declining is evident in my continuing analysis of price reductions. At the end of June, of the 58 single-family homes for sale, 27 (46.6%) had had one or more price reductions. The average "days on market" for the ones with reductions (148) was 3 times longer than those with no reductions (49).

It took an average of 36 days to sell the homes that closed in June. This number was 9.1% longer than last month's 33 days and 20.0% longer than a last year's 30 days. This indicates that the newer listings were priced closer to the current market.



### The List of All Venice Sales in June 2018

SINGLE FAMILY SALES   JUNE 2018						
STREET	BDM	BTH	SQ FT	YR BLT	LOT SZ	SALE PRICE
2425 WILSON AVE	2	1	930	1950	3599	\$1,380,000
1074 MARCO PL	2	1	927	1950	4269	\$1,390,000
725 PALMS BLVD	1	1	928	1924	5402	\$1,435,000
821 FLOWER AVE	2	1	948	1946	5834	\$1,450,000
664 INDIANA AVE	2	1	822	1948	5280	\$1,500,000
700 BROOKS AVE	2	1	832	1948	4572	\$1,575,000
1910 GLYNDON AVE	3	2	1201	1955	5630	\$1,575,000
986 VERNON AVE	2	2	1265	1956	5908	\$1,575,000
330 VENICE WAY	3	3	1552	1952	2285	\$1,700,000
247 WINDWARD AVE	1	1	820	1920	2850	\$1,788,000
716 WOODLAWN AVE	3	1	1012	1923	4187	\$1,795,000
2334 WALNUT AVE	3	2	1372	1933	5848	\$1,795,000
2034 WALNUT AVE	3	2	1262	1950	5596	\$1,800,000
923 MILWOOD AVE	2	1	880	1920	4250	\$1,825,000
1371 PALMS BLVD	3	1	1125	1947	8158	\$1,900,000
1310 GLENAVON AVE	4	2	1790	1963	9596	\$1,985,000
846 WARREN AVE	3	3	1573	1946	4402	\$1,990,000
2207 GLENCOE AVE	2	1	786	1921	5588	\$2,238,000
670 OXFORD AVE	4	3	3005	2001	3508	\$2,325,500
238 DIMMICK AVE	3	2	1529	1940	4139	\$2,450,000
2625 GRAND CANAL	3	3	1426	1977	2700	\$2,500,000
751 CALIFORNIA CT	3	4	2353	2018	2161	\$2,550,000
237 LINNIE CANAL	2	2	1693	1985	2849	\$2,575,000
1347 VIENNA WAY	3	1	1076	1939	10896	\$2,625,500
43 OZONE AVE	3	4	1932	2008	1565	\$2,749,000
469 SHERMAN AVE	3	3	1750	1980	2699	\$2,750,000
2704 STRONGS DR	2	2	1723	1982	2520	\$2,775,000
130 BREEZE AVE	3	3	1973	1914	2255	\$2,785,000
417 VENICE WAY	4	4	3154	2007	2250	\$2,895,000
1901 GLYNDON AVE	5	6	2919	1950	5850	\$3,100,000
1717 GLYNDON AVE	4	5	3017	2018	5495	\$3,375,000
750 CALIFORNIA AVE	4	4	3300	2018	2941	\$3,750,000
917 NOWITA PL	4	3	3145	1994	3400	\$4,150,000
648 MILWOOD AVE	3	5	3550	2018	5402	\$5,700,000
<b>TOTAL SALES</b>						<b>\$79,751,000</b>
<b>AVERAGE SALES PRICE</b>						<b>\$2,345,618</b>
<b>AVERAGE \$ / SF</b>						<b>\$1,385</b>

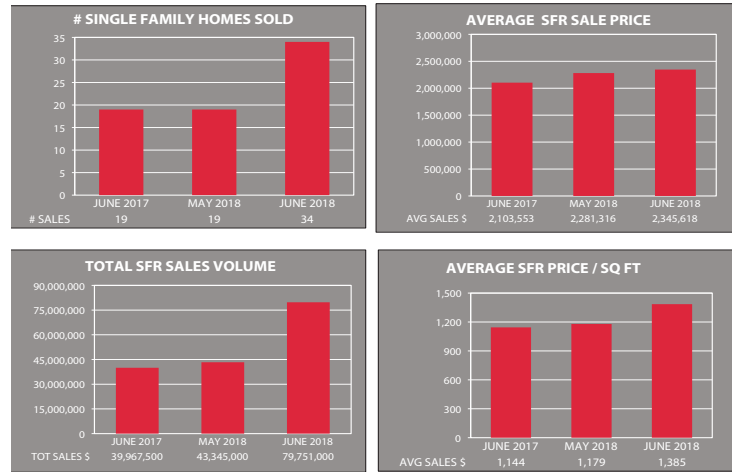
RESIDENTIAL INCOME SALES   JUNE 2018							
STREET	UNITS	BDM	BTH	SQ FT	YR BLT	LOT SZ	SALE PRICE
504 GRAND BLVD	6	6	6	3240	1957	4495	\$580,000
535 VENICE WAY	2	3	3	1812	1981	2245	\$1,350,000
2407 ABBOT KINNEY	2	4	2	2016	1965	3657	\$1,637,500
800 INDIANA AVE	2	4	5	4458	2004	5281	\$3,200,000
844 PALMS BLVD	2	4	4	2864	1964	5299	\$3,500,000
<b>TOTAL SALES</b>							<b>\$10,267,500</b>
<b>AVERAGE SALES PRICE</b>							<b>\$2,053,500</b>
<b>AVERAGE \$ / SF</b>							<b>\$714</b>

CONDOMINIUM SALES   JUNE 2018							
STREET	UNITS	BDM	BTH	SQ FT	YR BLT	LOT SZ	SALE PRICE
707 MARR ST #206		2	2	858	1984		\$843,000
351 SUNSET AVE #4		3	3	1813	2012		\$1,750,000
25 PALOMA AVE		3	3	2230	1994		\$2,309,500
<b>TOTAL SALES</b>							<b>\$4,902,500</b>
<b>AVERAGE SALES PRICE</b>							<b>\$1,634,167</b>
<b>AVERAGE \$ / SF</b>							<b>\$1,000</b>

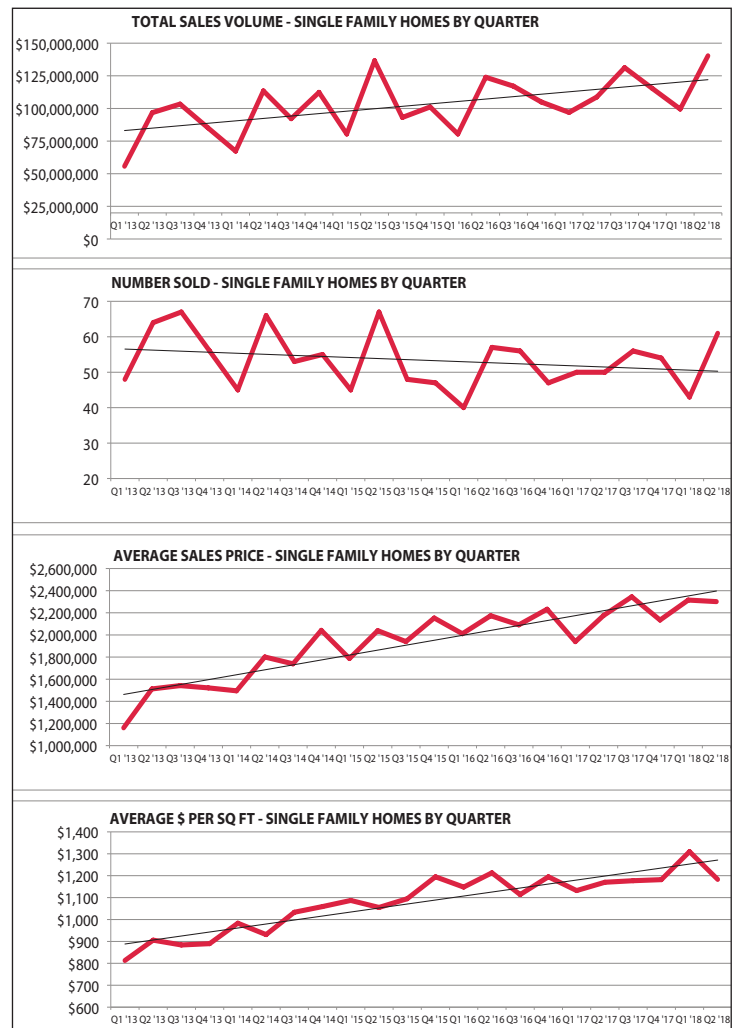
COMMERCIAL SALES   JUNE 2018							
STREET	UNITS	BDM	BTH	SQ FT	YR BLT	LOT SZ	SALE PRICE
853 LINCOLN BLVD		4	2	1752	1919	5514	\$2,875,000
900 PACIFIC AVE		4	2	3445	1913	4878	\$6,450,000
808-812 MAIN ST				19118	1987	29464	\$124,772,727

Sales are for all of Venice and do not necessarily represent sales of CJ Cole. Information is compiled from CoreLogic® and the MLS/CLAW.

### June Home Sales Stats As Compared to Last Month and a Year Ago



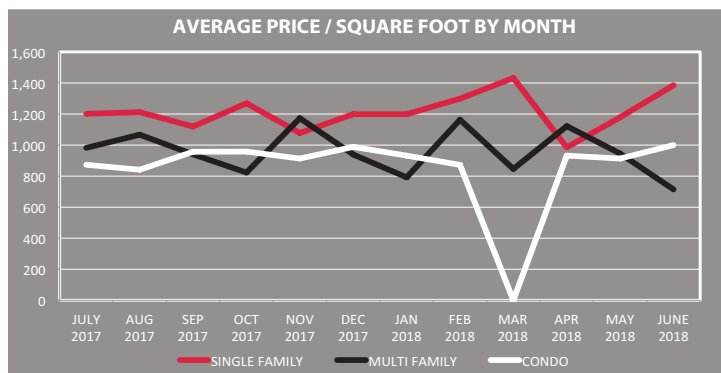
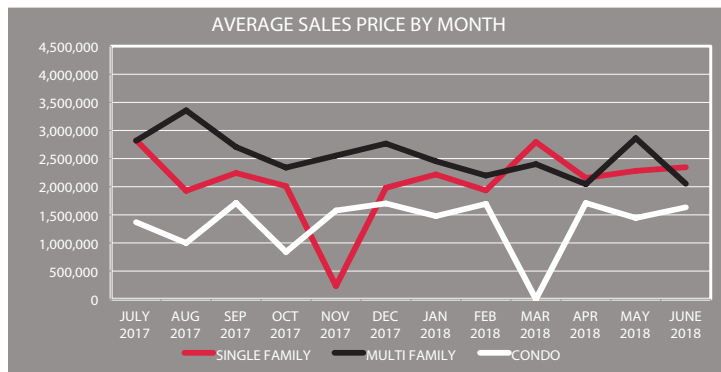
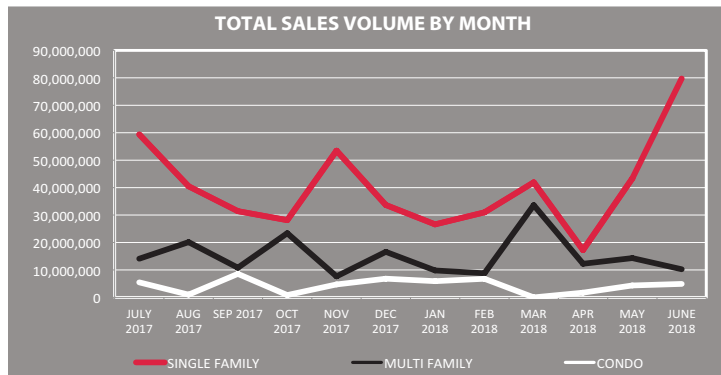
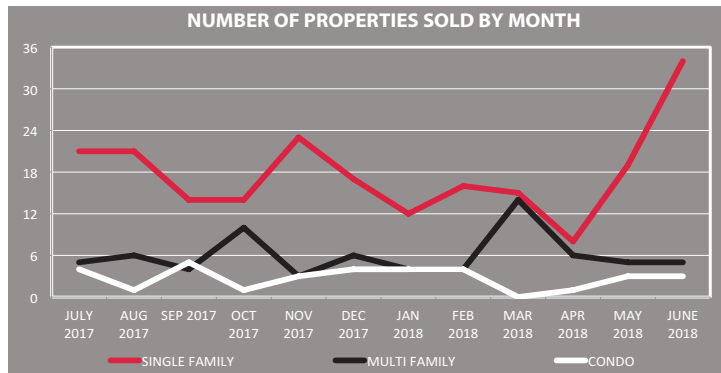
### The Last 3 Years SFR Sales by Quarter



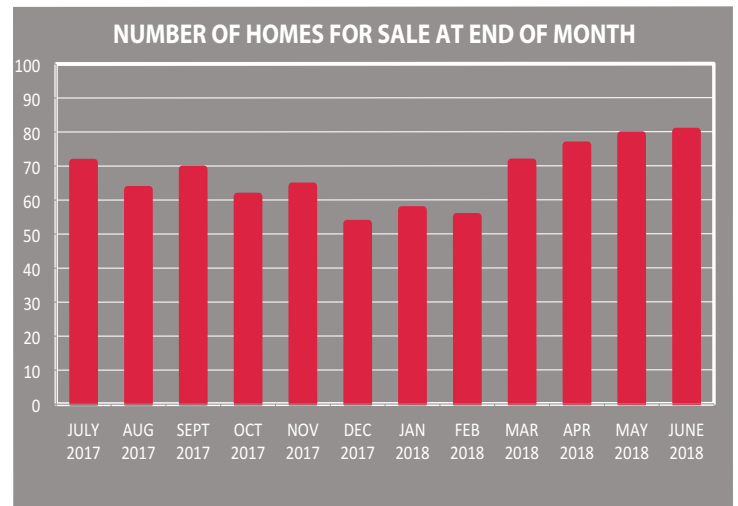
... Exclusively Venice Real Estate Service ... Beyond Ordinary

CJ Cole | Broker Associate | Bulldog Realtors | DRE #00960322  
 310.773.6945 | www.venicedigs.com | www.venicebeachliving.com

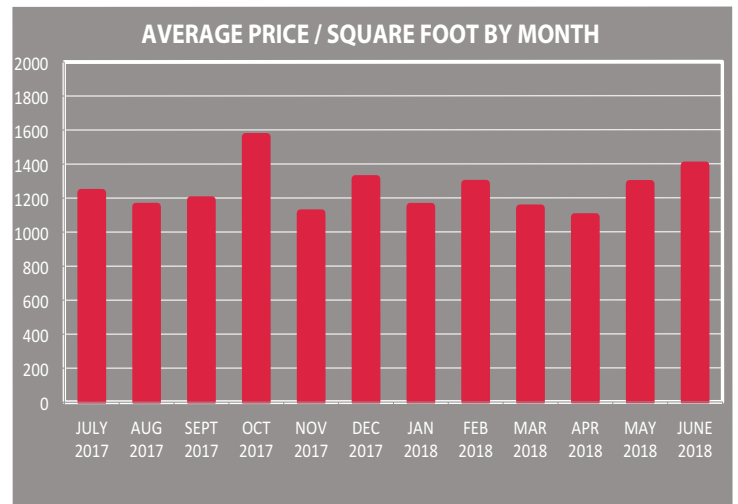
## A Comparison of the Sales Statistics for All Property Types for the Last 12 Months



## Inventory of Single Family Homes For Sale Continues to Climb Since Early 2018



## The Average Price Per Square Foot Increases



## About My Stats ...

WHY MY STATISTICS ARE MORE ACCURATE than either those from the Multiple Listing Service or the Los Angeles County Tax Records (used for the Los Angeles Times reports) ... First of all, I must state, no sources are absolutely perfectly accurate (even mine) !!! However, by merging the data from both of the sources, the resulting data is much more accurate. The accuracy of any statistics is solely dependent upon the accuracy input data. The MLS inaccuracies are, for the most part, a result of agent input errors ... wrong property type, inaccurate sale date, wrong MLS-defined area, missing square footage, and duplicate MLS entries. The County Records (obtained from CoreLogic®, a paid service) often do not report the sales price and, therefore, those sales are not included in their stats. Additionally, there are a number of properties that sell without a Realtor® which are discovered in CoreLogic®; but do not show in the MLS stats.



... Exclusively Venice Real Estate Service ... Beyond Ordinary

CJ Cole | Broker Associate | Bulldog Realtors | DRE #00960322  
 310.773.6945 | www.venicedigs.com | www.venicebeachliving.com